

Message Text

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PAGE 01 STATE 166804

62

ORIGIN ARA-20

INFO OCT-01 ISO-00 COME-00 EB-11 L-03 CIAE-00 INR-11

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DRAFTED BY ARA/EP/P:FBCORRY
APPROVED BY ARA-LA/EP:RFWEBER
COMMERCE:TJASPER

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P 312152Z JUL 74

FM SECSTATE WASHDC

TO AMEMBASSY LIMA PRIORITY

UNCLAS STATE 166804

E.O. 11652:NA

TAGS:DEXP, ENRG, PE

SUBJECT: ANDREWS BROTHERS NEGOTIATIONS WITH OCCIDENTAL

REF: LIMA 7071, STATE 160734

1. ON 31 JULY VICTOR ANDREWS (PRESIDENT OF ANDREWS BROTHERS CORPORATION OF NEWPORT BEACH, CALIFORNIA) CLARIFIED WHAT ASSISTANCE HE WANTS FROM EMBASSY LIMA. ESSENTIALLY, ANDREWS FIRM IS INTERESTED IN SUBMITTING A BID TO OCCIDENTAL ON A BARGE TRANSPORTATION CONTRACT TO HAUL OCCIDENTAL CRUDE FROM NEW WELLS IN SELVA TO THE SEA. ANDREWS BROTHERS IS A CITRUS-GROWING FIRM WHICH FOR THE PURPOSES OF THIS VENTURE HAS AGREEMENT WITH ROBERT WILCHAR, EXPERT IN THE BARGE TRANSPORTATION BUSINESS. BOTH ANDREWS AND WILCHAR, HOWEVER, LACK LOCAL INFORMATION REQUIRED TO MAKE A SENSIBLE BID. SPECIFICALLY, THEY NEED KNOW GOP REGULATIONS AND GROUND RULES, TAX DATA, RIVERINE NAVIGATION DATA AND LOCAL BUSINESS PROCEDURES AND CIRCUMSTANCES. THEY WOULD ALSO LIKE AN INTRODUCTION TO APPROPRIATE WORKING-LEVEL OFFICIALS IN GOP WHO COULD SUPPLY RELIABLE DATA.

2. DUN AND BRADSTREET RATES ANDREWS BROS. CORP. VERY FAVORABLY IN CITRUS BUSINESS.

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PAGE 02 STATE 166804

3. REQUEST EMBASSY ASSIST WILCHAR AND DABAGIAN IN DEVELOP-

ING DESIRED INFO AND IN DIRECTING THEM TO APPROPRIATE GOP
OFFICERS. KISSINGER

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Message Attributes

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